

**PROVIDE CLARIFICATION TO INDUSTRY QUESTIONS RELATING TO SOLICITATION
N00189-16-R-0022 – NAVSUP FLC NORFOLK ECONUS HUSBANDING REQUIREMENT**

Batch III of Questions and Answers

Preamble: The following answers provided by the Government are in response specific questions posed by industry during the set time between the Solicitation issue date (December 17, 2015) and the cutoff date (January 11, 2016) for accepting industry questions.

Note: Government responses are provided in red font below.

Question 24:

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Manned Waterborne Patrol Craft. The PWS states the minimum manning of the craft is the operator. Later the PWS states “The picket boat shall intercept any unauthorized vessels attempting to approach the ship and the security guard will warn them away with a loudhailer.” Does this mean the security guard will be charged in addition to the waterborne patrol craft?

Answer 24:

The PWS has been amended to read, “The picket boat shall intercept any unauthorized vessels attempting to approach the ship and the picket boat operator will warn them away with a loudhailer.” If ship requires a security guard to be onboard the patrol craft then the security guard will need to be ordered under ELINs XX95 – XX98 – UNARMED OR ARMED SECURITY GUARDS. Refer to Amendment No.: N00189-16-R-0022-0003.

Question 25:

Page 52 - Landline Installation & Removal (XXAN).

Whether installed on a permanent or temporary basis, sufficient landlines shall be made available for official, local, and international use. Installation charges shall be inclusive of all costs for installation and removal of landlines. The price is per day. Landline Usage charges (XXAP) and Landline Usage port tariff fees associated with landline connections (XXAQ) will be fixed priced and proposed for each task order.

Usage charges can’t be fixed in any ports it would be charged as per usage , suggest that this to be changed to “AS PER USAGE” or to make it as PT.

Answer 25:

The PWS has been amended to read, “Landline Usage ELIN (XXAS) is issued in both the solicitation and contract as an Estimated (EST) ELIN with the estimated value of items to be ordered under this ELIN pre-identified in the pricing detail spreadsheet(s) (Exhibit(s)) so that all offerors propose and are evaluated on equal footing. Landline Usage port tariff fees associated with landline connections (XXAT) will be used when landline usage is a port tariff service. The HSP shall provide a proposal for these services in response to the RTOP. As these services may be a port tariff service, this ELIN is issued in both the solicitation and the contract as an Estimated (EST) ELIN with the estimated value of items to be ordered under this ELIN pre-identified in the pricing detail spreadsheet(s) (Exhibit(s)) so that all offerors propose and are evaluated on equal footing.

In addition, Exhibit AA – Exhibit Line Item Numbers (ELINs) Pricing Spreadsheet has been amended. Refer to Amendment No.: N00189-16-R-0022-0003.

Question 26:

Page 75– VEHICLE RENTAL SERVICE –

(4) The price of fuel for all rental vehicles shall be included in the price of the vehicle and shall not be invoiced separately.

(5) The price of fuel (full tank of gasoline at the time of rental) for all rental vehicles shall be included in the price of the vehicle and shall not be invoiced separately.

Is point number 4 meant for Buses only or all type of vehicles? If it is for all type of vehicles including sedans and SUV's then it would not be possible to price the CLIN with fuel included when fuel consumption has not been limited or estimated. Appreciate if this could be removed or rephrased.

Answer 26:

The price of fuel for all rental vehicles shall be included in the price of the vehicle rental vehicle. This includes ALL vehicles identified in the Exhibit AA – ELINs Pricing Spreadsheet including busses. The HSP is required to provide a vehicle with a full tank of gas upon initial rental. In the event that the HSP is unable rent vehicles with full tanks of gas from the rental agency, the price to fill up gas tanks shall be charged under ELIN XXC2 – OTHER LAND TRANSPORTATION SERVICES. Language in the PWS has been amended to provide the above language and to remove subparagraph (4). Refer to Amendment No.: N00189-16-R-0022-0003.

Question 27:

Page 42 – CRANE SERVICES

The HSP shall provide crane pallet bars/slings and platform capable of handling multiple pallet lifts at a time.

Please provide description/technical specs for a “crane platform”. Please provide a weight and size limitation for the platform to handle?

Answer 27:

The PWS and Exhibit AA have been amended to remove the requirement for “crane platform”. Refer to Amendment No.: N00189-16-R-0022-0003.

Question 28:

Exhibit AA – ELIN AA2G

Submarine brows are listed with an estimated quantity of two days. However, for submarine visits, typically two brows are required (one for crew and one for shore power cables). This estimate indicates that two brows are required for a total of one day.

Is that estimate correct? Additionally, under the projected visits Attachment J-4 it only lists Annapolis as a port for Submarines. If a submarine calls in another port, are the contracted rates applicable or would this constitute an unpriced item (and if it is the former, which other ports might an SSN visit)?

Answer 28:

The Exhibit AA has been amended to change the estimated quantity from two (2) days to four (4) days. Refer to Amendment No.: N00189-16-R-0022-0003. If a submarine is to visit another port other than Annapolis, the contracted rates are applicable. The firm-fixed-prices established in Exhibit AA will be applicable to the entire region under the resultant contract(s), i.e. East Coast Continental United States (ECONUS), running from Maine through Texas, to include all eastern U.S. territories (Puerto Rico, U.S. Virgin Islands). At this time it is only known that submarines will be visiting Annapolis, MD.

Question 28:

Exhibit AA – ELIN AA2G

Submarine brows are listed with an estimated quantity of two days. However, for submarine visits, typically two brows are required (one for crew and one for shore power cables). This estimate indicates that two brows are required for a total of one day.

Is that estimate correct? Additionally, under the projected visits Attachment J-4 it only lists Annapolis as a port for Submarines. If a submarine calls in another port, are the contracted rates applicable or would this constitute an unpriced item (and if it is the former, which other ports might an SSN visit)?

Answer 28:

No. The Exhibit AA has been amended to change the estimated quantity from two (2) days to thirty-six (36) days. Refer to Amendment No.: N00189-16-R-0022-0003. Please review Attachment J-4 titled, "Port Visits – Projected Data" which provides a list of the projected port visits to assist in developing your proposal. This attachment includes information based on port, mooring type, ship organization, ship class, and project number of port visits over the next five (5) years.

Question 29:

Page 110

Submarine fenders (XX4V-XX4Y). The price for the submarine fender shall include all transportation, storage, setup, mobilization, demobilization and stand-by charges.

The requirement to supply 4.5 meter submarine fenders at any port in the region constitutes a huge investment for any HSP to make especially for this multiple award contract which has an un-balanced minimum yearly guarantee of only \$2,000.

Also note that given the 48 Hrs cancellation clause in the solicitation this service will not be available at most ports due to lead times needed to transport and install such specialized equipment.

Answer 29:

The 48 hour cancellation of orders notice will remain as stated in the solicitation. The minimum guarantee of \$2,000 will remain as stated in the solicitation. The 48 cancellation of order notice should not affect the lead times required for transporting, setting up, and mobilizing the fenders.

Question 30:

Exhibit AA – Fenders, Camels, Breasting Barges, and Landing Barges

These items are estimated in incredibly low quantities (in particular, camels and breasting barges). Please advise if these quantity estimates are accurate, and if so, which ports these are expected to be required in. These are high cost items, and as the rates currently cover an enormous area with at least 48 expected ports, it is important for the Contractor to know where the Government expects these services to be required.

Answer 30:

The quantities stated in the Exhibit AA are an accurate estimate. As the types of contract(s) that will result from this solicitation are to be Indefinite-Delivery, Indefinite-Quantity type contract(s), the Government cannot predetermine the precise quantities of supplies or services that the Government will require during the contract period. The exact port visit locations that would require the referenced items are unknown at this time as the information noted in the question is not available until the time the RTOP is issued.

Question 31:

Page 49 – Yokohama or Comparable Fenders

Fenders provided shall be appropriate and safe for the class of ship and pier configuration.

In the sample LOGREQ for the DDG it just states two fenders. However, it is our experience that ships order fenders based on size. So, when the PWS states that the fenders will be appropriate and safe for the class of ship and pier configuration, who will make this determination? Often the ships request much larger fenders than are actually necessary, and that can dramatically increase costs. For the sake of clarity and cost control (to both the Navy and the HSP), we feel it would be better to price fenders based on size, not on class of ship.

Answer 31:

Refer to question and answer 7 from Batch I of Questions and Answers document. Fenders will be priced based on ship class. The size fenders to be used for each class of vessel are to be those that would fit with the respective ships for each class per the Attachment J-2. It is up to the offeror to decide on the size of fenders to provide. The offeror should use the Ship Classifications (Description of Ships by Class and Type) per the Attachment J-2.

The reference to “class” in the spreadsheet, specifically listed in the Exhibit Line Item (ELIN) names, refers to the ship classifications as provided in J-2 Attachment – Ship Classifications (Description of Ships by Class and Type). Per the abovementioned ELINs, the offeror is to provide a fixed price for Yokohama fenders that would support a specific class of ship based on the ship classifications found in the J-2 Attachment.

The size fenders to be used with each class of vessel should be determined by the offeror based on the dimensions provided in the ship classification document. Specifically, the size of the fenders under ELIN AA4N should be able to support Class I vessels as large as 560FT and as small as 226FT; the size of the fenders under ELIN AA4P should be able to support Class II vessels as large as 689FT and as small as 466FT; the size of the fenders under ELIN AA4Q should be able to support Class III vessels as large as 764FT and as small as 609FT; the size of the fenders under ELIN AA4R should be able to support Class IV vessels as large as 894FT and as small as 844FT; the size of fenders under ELIN AA4S should be able to support Class V vessels as large as 1,092FT; the size of fenders under ELIN AA4T should be able to support Class IA vessels as large as 179FT and as small as 87FT; and, the size of fenders under ELIN AA4U should be able to support Class IB vessels as large as 270FT and as small as 188FT.

Question 32:***Exhibit AA – ELIN AA83 – Generator***

A generator is an incredibly high cost item as it requires generator hire, standby engineer, and fuel. However, the Government has only estimated 2 days usage.

Please advise if 1) this is the correct estimate; and 2) which port the Government expects the Generator to be required in. Understanding the actual requirement is essential for HSPs to be able to submit intelligent bids.

Answer 32:

This is an accurate estimate. Historically, the generator has been required for submarine port visits. Please review Attachment J-4 titled, “Port Visits – Projected Data” which provides a list of the projected port visits to assist in developing your proposal. This attachment includes information based on port, mooring type, ship organization, ship class, and project number of port visits over the next five (5) years.

Question 33:***Exhibit AA – ELIN AA49 – AA4A Water Taxis***

The price sheet indicates only 4 hours of 36pax water taxis, 25 hours of 125pax water taxis, and 2 hours of 250pax water taxis.

Which ports does NAVSUP expect these services to be requested? As it is likely that the incumbent already has this information due to their experience with the contract, providing this information would greatly assist with ensuring a level playing field. This is particularly true for the 250pax water taxi.

Answer 33:

The requested information on port visit locations noted in the question is not available until the time the RTOP is issued. Industry should use the provided estimated number of hours found in Exhibit AA – ELIN Pricing Spreadsheet under ELINs XX46 – AA4A. Please review Attachment J-4 titled, “Port Visits – Projected Data” which provides a list of the projected port visits to assist in developing your proposal. This attachment includes information based on port, mooring type, ship organization, ship class, and project number of port visits over the next five (5) years.

Question 34:

Exhibit AA – ELIN AA8K – Floating Barrier / Continuous Line of Demarcation

The Government has only estimated 120meters total for the contract. Based on the two contradictory definitions of the FLOD requirement, this would either almost allow for an FLOD to be placed around RHIB for a single day or not be high enough to be used at all. Please advise what the actual estimate for this item is, and which ports this might be required in.

Answer 34:

The Exhibit AA – ELIN Pricing Spreadsheet has been amended to change the estimated quantity for ELIN AA8N – Floating Barrier/Continuous Line of Demarcation (One Meter Per Day). Please review Attachment J-4 titled, “Port Visits – Projected Data” which provides a list of the projected port visits to assist in developing your proposal. This attachment includes information based on port, mooring type, ship organization, ship class, and project number of port visits over the next five (5) years. Refer to Amendment No.: N00189-16-R-0022-0003.

Question 35:

Page 45 2)

The price for tugs is for every in or out service.

The verbiage of the PWS states that the tug price will be per service, but the price sheet is per hour. Recommend revising the PWS to match the price sheet.

Answer 35:

The PWS has been amended to read, “the price of tugs is to be per hour.” Refer to Amendment No.: N00189-16-R-0022-0003.

Question 36:

Page 52 – Port Dues

Refers to “some countries” and “Host Nation”, yet the contract ONLY covers ports in the U.S. Additionally, elsewhere in the PWS there are references to “Host Nation”.

Recommend revising to reflect the area covered by this contract.

Answer 36:

The words, “some countries” and “Host Nation” and any other words referencing locations outside of the United States have been removed from the Solicitation. Refer to Amendment No.: N00189-16-R-0022-0003.

Question 37:

Page 66 – Floating Line of Demarcation

The FLOD must be anchored at least 30 meters from the ship. The HSP shall provide a FLOD to identify a restricted area in the water approximately 400 feet (125 meters) distance around docked or anchored ships.

These two sentences appear to contradict one another. Please advise if the FLOD is to be at least 30m from the ship or approximately 125m from the ship?

Answer 37:

The PWS has been amended to remove the following, “The FLOD must be anchored at least 30 meters from ship.” The FLOD is to identify a restricted area in the water approximately 400 feet (125 meters) distance around docked or anchored ships. Refer to Amendment No.: N00189-16-R-0022-0003.

Question 38
Page 101 – B.

Contractors are not required to submit an offer in response to an RTOP; however, the Government has the right to issue a Task Order to a contractor, which may include ELIN items that are both priced and unpriced in the contract, and the contractor is obligated to perform the Task Order, regardless of whether the Government issued an RTOP for the Task Order, or the contractor submitted an offer in response to an RTOP for the Task Order. The contractor is required to perform the Task Order, even if the parties fail to agree on an overall price for the Task Order prior to the performance date. In this case, the matter will be resolved in accordance with the Disputes Clause, 52.233-1.

This clause should not be applicable to items that were unpriced under the contract. Stating that the matter will be resolved in accordance with the Disputes Clause actually means that "The Contracting Officer's decision shall be final unless the Contractor appeals or files a suit as provided in 41 U.S.C chapter 71." Alternatively, "the parties, by mutual consent, may agree to use alternative dispute resolution." Regardless, for an unpriced item, the contractor will be required to provide it and then the Contracting Officer will determine whether they agree to pay, and the only recourse is for the Contractor to appeal, attempt an ADR, or take the Government to Court. We do not believe that this could possibly be the Government's actual intent, as it creates an adversarial relationship between the Government and its Contractors. For items that were unpriced, if no agreement on prices can be reached, the Contractor should not be obligated to perform the service.

Answer 38:

The decision to include the requirement that the Government has the right to issue a task order to a contractor and the contractor is obligated to perform the Task Order, regardless of whether the Government issued the RTOP for the task order is based on a standardized, NAVSUP Enterprise-wide approach to how the US Navy acquires husbanding support services and supplies. As part of this larger value stream improvement effort to provide acquisition support for port visits, NAVSUP has developed a standardized methodology for the execution of task orders under the planned multiple award contract vehicles. The above language provided in the question will remain in the solicitation as is.

Question 39:
Page 101 – Short Notice Orders

The HSP shall perform all orders that are issued at least 48 hours prior to the required delivery for port visits taking place pierside and at least 72 hours prior to the required delivery for port visits taking place at anchorage.

As many of the assets are not available in many of the ports (and therefore, will need to be mobilized from elsewhere) we do not believe these minimum notice periods are long enough. With such short notice, the HSP should only be required to provide the items which are locally available. In the case of marine assets which can only be moved via sea, it may even be physically impossible to mobilize them in time.

Answer 39:

The decision to state the Short Notice Orders time boundary as at least 48 hours prior to the required delivery for port visits taking place pierside and at least 72 hours prior to the required delivery for port visits taking place at anchorage is based on a standardized, NAVSUP Enterprise-wide approach to how the US Navy acquires husbanding support services and supplies. As part of this larger value stream improvement effort to provide acquisition support for port visits, NAVSUP has developed a standardized methodology for the execution of task orders as outlined in H-2 ORDERING PROCEDURES under Section H – Special Contract Requirements. The above language provided in the question will remain in the solicitation as is.

Question 40:
Page 130 – Additional Pricing Information (iv)

All prices contained in Exhibit AA – ELINs Pricing Spreadsheet shall reflect the total maximum compensation for the services detailed therein

The wording here is confusing. Are bidders to list the maximum amount for any of the ports covered by this contract?

Answer 40:

The firm-fixed unit price for the priced ELINs will be the maximum unit price. The unit price entered for any ELIN would be the maximum compensation that contractor could receive in any given port within the entire region covered under the contract. The single unit price shall take into consideration all costs including labor (workers, management, aids, assistants, and operators), overhead, and general and administrative (G&A) expenses, and profit. Overhead and G&A expenses include, but are not limited to: expenses for telephone, facsimile, e-mail and postage, clerical support and administrative support, transportation of equipment, incidental charges for the use of cranes and forklifts, overtime and holiday charges, insurance, and standby charges.

The structure of the Multiple Award Contract(s) requires a maximum unit price incorporating the variables as noted in Additional Pricing Information paragraph (iv) due to limited knowledge of the quantity and frequency of the services. Exhibit AA provides an indication of the normal levels/quantities of services required per contract year. However, these details will be better defined at the task order level at which time the contractor may propose pricing more in-line with the stated requirement presuming it is below the maximum price established at the basic level.

Question 41:

Page 134 – Section M

The Government has complete discretion to determine the number of awards for this region with evaluated price being the deciding factor when comparing technically acceptable offerors for this particular region

On page 130 it notes that the rates are the maximum price compensation. This is another way of saying lowest risk tolerance (ie the contractors least prone to gamble).

The rates in no way estimate what Contractors actual rates would be under the RTOP structure and instead simply reward the Contractors who are willing to take on the most significant risk in order to win the business. Please confirm if that was the Government's intent as it does seem to ensure the exclusion of the most responsible bidders in favor of those most prone to gambling.

Answer 41:

This is not the Government's intent. The intent is to award multiple award contract(s) to those contractors whose proposal meets the requirements of the solicitation to a) show the offeror is not taking exception to any solicitation term; b) includes Section K Certifications and Representations; c) includes unit prices and total prices for all ELINs and SubCLINs items for which the Navy is soliciting a price (Exhibit AA – Exhibit Line Item Numbers (ELINs) Pricing Spreadsheet); and, d) includes a Subcontracting Plan in accordance with FAR 19.704(a). Subcontracting Plan.

The contractor shall provide a firm-fixed-price as requested at the basic contract level as stated in the solicitation. The firm-fixed-prices will be included in Exhibit AA. Multiple award contract holders will have the opportunity to quote prices for services at lower prices than the firm-fixed-prices provided in the Exhibit AA at the task order level in order to be more competitive if they so choose.

Question 42:***General Query***

Several services are based on hourly or daily rates. Time will begin to be measured once the equipment and/or labor is along-side the vessel and is capable of operation. For the purposes of this contract, one (1) day is equal to 24 hours and begins with the performance of service.

Industry standards when chartering maritime equipment as any type of barge, vessels, is charging by the calendar day and not on the 24 hour basis. Request definition of a "day" be considered to reflect industry standard practices. Rental time should start once the equipment is ready to start performance based on ship's request or when equipment is available to USN for force protection demand and /or needs.

Answer 42:

The definition of "day" will remain as 24 hours. Several services remain priced on an hourly basis while other services are indicated on a daily basis. For pricing purposes, the contractor should take into account that rental time in most instances should not commence earlier than the day of the ship's arrival. Please note that the RTOP will be competed on a total price basis so the offeror has the choice of how to price the services at the individual port visits.

Question 43:***General Query***

There is currently no limit on the distance for mob/demob of assets that are not locally available. Request a limit be placed in order to control costs on the overall pricing.

Answer 43:

A limit on the distance for mob/demob of assets that are not locally available will not be provided. Mobilization (mob) is the move of the equipment from the closest port where the equipment is available to the visited port while demobilization (demob) is the move to return the equipment to the original location. NAVSUP FLC recognizes that factoring the mob and demob costs into the price for these items may result in higher prices in comparison to other ports of the region where these items are available. However, please note that the price proposed on the basic level is the maximum price for the region for these services and does not have to be the only price proposed at the RTOP level. The RTOP will provide more specific information including the port, the length of the port visit, and any additional requirements by the ship. The offeror may propose lower prices for these services at the RTOP level thus removing potentially costly mob/demob charges for a port that may not require it.

Question 44:

Item AA60 Drayage. This item is being charged by the hour on the excel spreadsheet provided. The PWS on page 52 makes reference to charging by each Bill of Lading. Charging by the hour does not seem to be appropriate. When does the time start? When does the time end? Can the HSP charge for time receipting for and then storing material? How many items are to be included in a hourly charge? The hourly charge must take into consideration

whether you have two small packages to deliver or a 50 foot trailer of material? Suggest Navy reconsider a better means to price drayage.

Answer 44:

Exhibit AA – Exhibit Line Item Numbers (ELINs) Pricing Spreadsheet has been amended to show the ELIN as an Estimated (EST) ELIN with the estimated value of items to be ordered under this ELIN pre-identified in the pricing detail spreadsheet(s) (Exhibit(s)) so that all offerors propose and are evaluated on equal footing. Refer to Amendment No.: N00189-16-R-0022-0003.

In addition, the language in the PWS has amended to: “DRAYAGE AND LIGHTERAGE (XX60 – XX63). The HSP shall provide material handling services for the ship (Cargo Drayage or Lighterage). They will receive material shipped to them, clear the material through customs, store the material, report the status of the material, deliver the material to the ship alongside, or onboard when requested, and forward the material if unable to deliver. The HSP shall use counter-to-counter delivery and charge by each Bill of Lading. The provided drayage (land transportation) (XX60) services for material handling items shall include any required trucks and personnel. The HSP shall provide covered, lockable trucks with a driver to load/off load cargo and mail. The covered truck shall have a hydraulic lift to facilitate loading and offloading. The driver shall assist with loading and offloading. For the mail, the HSP shall provide daily mail pick-up and delivery service for the ship. When necessary the ship will provide military members to escort the mail. The HSP shall be responsible for security and prevent loss/damage /destruction of cargo and mail. The service shall be inclusive of all mileage, all necessary equipment, licensed drivers, all liability insurance as required by local law, holiday and overtime costs, fuel, all other operating expenses, and all other incidentals. A minimum price of four (4) continuous hours shall apply. The HSP shall provide Lighterage (water transportation) services (XX61 – XX63) for material handling items to include required barges and personnel when the ship is at anchorage. Class 4 and 5 ships do not possess the means to load material from a lighterage barge to the ship. In those instances where a class 4 or 5 ship will utilize a lighterage barge, the contractor may propose a lighterage barge with crane under the “OTHER GENERAL CHARTER & HIRE ITEMS” ELIN – XX6J. ELINs XX60 – XX63 are issued in both the solicitation and the contract as Estimated (EST) ELINs with the estimated values of items to be ordered under these ELINs pre-identified in the pricing detail spreadsheet(s) (Exhibit(s)) so that all offerors propose and are evaluated on equal footing.”

Question 45:

Page 52– Drayage and Lighterage

For Drayage and lighterage services, there should be a minimum 4- 8 hours of continuous service, it is difficult to estimate on how long the whole process might take and to price this as Hourly basis. What if government ends the service in less than 2 hours, then we as HSP are bound to bear the loss of providing the truck for loading & offloading and man-hours.

Answer 45:

Refer to answer 44 above. Exhibit AA – Exhibit Line Item Numbers (ELINs) Pricing Spreadsheet has been amended to show the ELIN as an Estimated (EST) ELIN with the estimated value of items to be ordered under this ELIN pre-identified in the pricing detail spreadsheet(s) (Exhibit(s)) so that all offerors propose and are evaluated on equal footing. Additionally, a minimum of four (4) continuous hours shall apply. Refer to Amendment No.: N00189-16-R-0022-0003.

Question 46:

Drayage and Lighterage (XX60-XX63)

The HSP shall provide material handling services for the ship (Cargo Drayage or Lighterage). They will receive material shipped to them, clear the material through customs, store the material, report the status of the material, deliver the material to the ship alongside, or onboard when requested, and forward the material if unable to deliver.

Please advise how an hourly price for the drayage and lighterage can be derived if services such as customs, storage and transportation cannot be properly priced without knowing the nature/quantity of material, weight, volume and time it may need to be stored prior to delivery.

Furthermore, in cases where material must be forwarded because it cannot be delivered how can the cost be determined if shipping destination is unknown?

Answer 46:

Refer to answer 44 above. Exhibit AA – Exhibit Line Item Numbers (ELINs) Pricing Spreadsheet has been amended to show the ELIN as an Estimated (EST) ELIN with the estimated value of items to be ordered under this ELIN pre-identified in the pricing detail spreadsheet(s) (Exhibit(s)) so that all offerors propose and are evaluated on equal footing. . Refer to Amendment No.: N00189-16-R-0022-0003.

Question 47:

DRAYAGE AND LIGHTERAGE (XX60 – XX63). The daily rate shall be inclusive of all mileage, all necessary equipment, licensed drivers, all liability insurance as required by local law, holiday and overtime costs, fuel, all other operating expenses, and all other incidentals. The HSP shall provide Lighterage (water transportation) services (XX61 – XX63) for material handling items to include required barges and personnel when the ship is at anchorage.

Please confirm that the service is to be priced by the hour (HR) as per the Pricing Sheets and not a daily rate as stated in the PWS. In the case of ships at anchorage where lighterage is to be provided it is unclear whether drayage cost is to be included when pricing ELINs XX61 – XX63 or if the drayage service is to be charged separately as per ELIN XX60. Lastly, for larger ships at anchorage (CLASS 4 and 5) please confirm that ships possess the means to load the material from the lighterage barge on to the ship. Otherwise, please advise whether HSPs should consider the use of a barge with crane when pricing the service. In this case specifications of the crane capacity & reach need to be provided so as to level the playing field when HSPs price the service.

Answer 47:

Refer to answer 44 above. Exhibit AA – Exhibit Line Item Numbers (ELINs) Pricing Spreadsheet has been amended to show the ELIN as an Estimated (EST) ELIN with the estimated value of items to be ordered under this ELIN pre-identified in the pricing detail spreadsheet(s) (Exhibit(s)) so that all offerors propose and are evaluated on equal footing. Additionally, a minimum of four (4) continuous hours shall apply. Refer to Amendment No.: N00189-16-R-0022-0003.

Question 48:

General Query

Some services may not be available in particular ports within the region. However, when the HSP fixes the prices, it makes the HSP liable to provide the unavailable services in all ports throughout the region. Is this NAVSUP's intent? We request clarification.

Answer 48:

Potential offerors are to provide firm-fixed-prices at the basic contract level for all services listed in Exhibit AA – Exhibit Line Item Numbers (ELINs) Pricing Spreadsheet per Section L – Instructions, Conditions and Notices of Bidders of the Solicitation. These firm-fixed-prices shall be inclusive of ALL ports located in the region, i.e. the East Coast Continental United States (ECONUS). It is the Government's intent to have one firm-fixed-price for the entire region and to allow multiple award contract holder(s) adjust their prices downward in response to RTOPs issued for individual port visits. In the event that the HSP receives an RTOP with services required that are not available in a particular port with the region, the HSP shall notify the Contracting Officer/Ordering Officer. The Contracting Officer/Ordering Officer will then work with the requiring activity to determine if these services are truly required for the port visit. To re-affirm, potential offerors shall take into consideration mobilization, demobilization, stand-by fee, setup and placement when developing their prices. The Government does not intend on changing the current Exhibit Line Item Structure to have multiple Exhibits for potential offerors to price multiple ports under one region. Again, as described in the Schedule Notes under Section B – Supplies or Services & Price,

ALL CLINs under this contract are assigned to one region, i.e. East Coast Continental United States (ECONUS), running from Maine through Texas, to include all eastern U.S. territories (Puerto Rico, U.S. Virgin Islands), with the Exhibit Line Item Numbers provided in Exhibit AA.

Question 49:

The Attachment J-4 “projected visits” lists 48 ports where port visits are expected under this contract, and there is only one price sheet covering these 48 ports and any others within the territorial area of this contract. Each port will likely have some services that are not locally available. The HSP is therefore required to identify all items that are locally available, the nearest mobilization port for items that are not locally available, and estimate quantities for each item by port (rather than the entire region, as the RFP has done) in order to determine the price. Is this NAVSUP’s intent? Recommend separate lots be created by port, and only for items that are expected to be ordered in that particular port (rather than every potential item that could possibly be ordered in the region).

Pricing by port for items that will actually be required / requested will save the Government money, as the current structure requires contractors to build in extra costs to cover the enormous amount of unnecessary risk created by the Government.

Answer 49:

Refer to answer 48 above. It is the Government’s intent to have only one exhibit, Exhibit AA – Exhibit Line Item Numbers (ELINs) Pricing Spreadsheet, covering the entirety of the East Coast Continental United States region. The Government does not intend on having “lots” for separate or grouped ports within the one region. Potential offerors are to provide one firm-fixed-price for each priced ELIN for the entire region.

Question 50:

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“Priced Items” are exhibit line item numbers (ELINs) with prices established in the contract, and represent fixed price obligations on the part of the contractor, subject to downward only adjustments at the Task Order level. The Government has the right to order the contractor to perform Priced Items for a price no higher than the contract price. The Government retains this right regardless of whether or not the contractor submits an offer in response to an RTOP.

In line with the two questions above, this clause requires contractors to be able to supply every priced item in this solicitation at every port, regardless of local availability. As an example, in the port of Key West, FL virtually all marine assets need to be mobilized from Miami at a tremendous cost. Contractor bidding strategies will differ, but any Contractor who hasn’t bid based on these incredibly high cost ports will lose a lot of money. As awards are TO based, and because of this, there is no way to approach the bid holistically (ie losses in one port will be offset by gains in another), requiring this pricing format will ensure either incredibly high prices for the entirety of the contract or tremendous losses to whichever contractor was foolish enough to submit the lowest bid.

Structuring the RFP in this way forces bidders to bid the highest prices they think they can submit while still being a multiple awardee (a process that in no way creates incentives for lower priced services to the government). As in the above questions, we recommend separate lots for each of the ports with pricing only required for items that are expected to be required / requested.

Answer 50:

Refer to answer 48 above. It is the Government’s intent to have only one exhibit, Exhibit AA – Exhibit Line Item Numbers (ELINs) Pricing Spreadsheet, covering the entirety of the East Coast Continental United States region. The Government does not intend on having “lots” for separate or grouped ports within the one region. Potential offerors are to provide one firm-fixed-price for each priced ELIN for the entire region.